

Seller Solutions, Buyer Opportunities, Real Estate Recovery



For many real estate professionals, short sales and foreclosures are the new “traditional” real estate transaction. Knowing how to help sellers maneuver the complexities of short sales as well as help buyers pursue short sale and foreclosure opportunities aren’t merely good skills to have in today’s market – they are critical!

COURSE TOPICS

- Identify components of an effective short-sale package
- Understand why short sales fail
- Learn the steps in listing REO properties
- Differentiate judicial from non-judicial foreclosure
- Evaluate available options for distressed homeowners
- Understand the steps of the foreclosure process

PROFESSIONAL ADVANTAGE

- Counts as one REBAC elective course to be applied towards the ABR® designation
- Receive Short Sales & Foreclosure Resource Certification

LOCATION DEL MAR SERVICE CENTER

Instructor:

Ginni Field, ABR, CRB, GRI, SRES, SFR

Thursday, Oct. 11, 2012

Time: 8:30 a.m. – 5:00 p.m.

Check In: 15 minutes prior to start

Location:

SDAR’s DEL MAR SERVICE CENTER
2690 Via De La Valle, #D130, Del Mar, CA 92014

Price:

REALTOR® Plus+ Members\$84.15
SDAR REALTORS® \$99
All Others\$149

Credit: 8 Consumer Protection

IMPORTANT NOTE: Application, fees, and additional courses required to obtain certification.

Visit www.realtorsfr.org for details.
INITIAL BELOW THAT YOU HAVE READ THIS NOTE.

Register online www.sdar.com

☐ **Yes, sign me up for Short Sales & Foreclosures (SFR)**

☐ **Yes, I have read the IMPORTANT NOTE (above right). Initial** _____

☐ **Yes, I have read the Cancellation Policy. Initial** _____

Name: _____ Member #: _____ Phone: _____

☐ Home ☐ Office Address : _____ E-mail: _____

☐ Check ☐ Visa ☐ MasterCard ☐ Discover ☐ AmEx Card#: _____ Exp: _____

Amount: _____ Signature: _____

Return to: San Diego Association of REALTORS® • 4845 Ronson Court, San Diego, CA 92111 • Phone: (858) 715-8040 • Fax: (858) 715-8090



Cancellation Policy: Reservations for programs requiring payment will not be processed until payment is received. If you must cancel your reservation, a full refund will be issued if cancellation is received, in writing, three (3) business days prior. SDAR reserves the right to cancel or reschedule any program. If cancellation occurs, SDAR will issue a full refund. In the event of rescheduling, SDAR will send immediate notification and transfer all reservations (including payments) to the new date.